



Transportation Technology facilitates the manual brokerage process

With today's increasingly constrained transportation market, more and more companies are brokering out their loads to accommodate their difficult supply chain needs. These companies are not only demanding that their brokerage partners provide timely quotes using current technology alternatives, but also that those partners provide seamless tracking and invoicing to complete the process. Traditionally, brokers used manual processes to support this business with very few tools to help determine how much to quote and how much to pay. Since the broker is the tie between the shipper and the carrier, technologies used in brokerage operations must also approach the entire process from the shipper and carrier perspective.

The MercuryGate TMS allows the broker to provide quotes to customers and get quotes from carriers efficiently and effectively. As quotes are received, the system may automatically provide a quote back to the shipper via email, electronic communication, or real-time interaction. If an agent needs to be involved, the agent can examine historical shipments or model the current shipment against benchmark

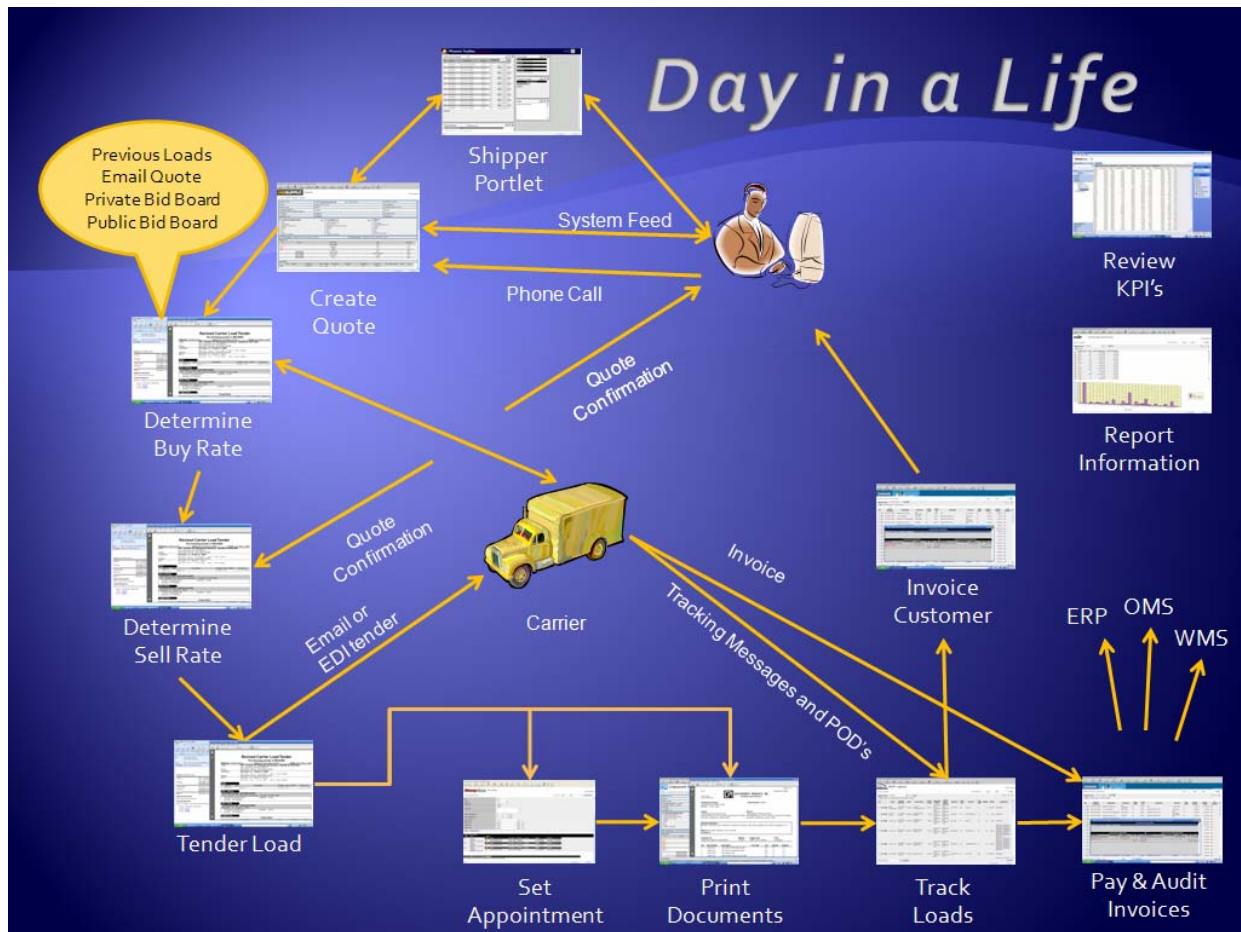


Figure 1: Day-in-a-life overview of a brokerage process in the MercuryGate TMS solution.

many carriers, post the load to a private bid board, or if needed post the load rates to respond quickly to the shipper of the goods. When trying to cover the load, the agent may send email quote requests to one or to a public load board. Once the load is covered, clip levels may be established to ensure profitability levels are maintained or at least understood. Finally both the carrier and customer invoices may be expedited electronically ensuring proper billing and auditing of invoices.

By establishing a state-of-the-art, Internet-based, transportation and logistics technology foundation, you can do away with the people-intensive, highly-manual, and inaccurate processes typical in the brokerage industry. The MercuryGate TMS is an information system dedicated to capturing, monitoring and managing all the activities and events related to the brokerage operation. From this logistics "control center", real-time information can flow to you, your customers and carriers - providing the ability to monitor and manage business operations thus allowing continuous improvement of customer service, performance, and profitability.

Most importantly, MercuryGate does all this while reducing the risk of implementing the solution. We guarantee to make the business equation close by focusing your costs on how you make money. Furthermore, there is no need to pay for the solution until you are up and running live in production and are satisfied that the solution meets your needs - that is how confident we are that you will be more successful by using the MercuryGate TMS solution!

The screenshot shows the MercuryGate TMS interface. At the top, there is a menu bar with options like File, Edit, View, Rate Shop, Shipment, Documents, Administration, and Help. Below the menu is a navigation bar with icons for various functions. The main header area displays the MercuryGate logo and the text "TMS with Mojo". The user ID is "mgdemo".

The main content area is titled "Shipment CNPK-705071: Find Shipments". It contains three search filters:

- Origin:** City: Charlotte, State: NC, Postal Code: 28217, Country: USA.
- Destination:** City: Sidney, State: OH, Postal Code: 45365, Country: USA.
- Miscellaneous:** Must have Customer rate, Must have Carrier rate, Date: within 60 days of 11/30/2006, Status: Booked.

 A "Find" button is located below the filters.

Below the filters is a table of search results. The table has the following columns: Primary Reference, Status, Origin City, Origin State, Origin Ctry, Dest City, Dest State, Dest Ctry, Target Ship (Range), Target Delivery (Range), Carrier Name, Carrier Charge, and Customer Charge. The table contains 10 rows of data, each representing a different shipment. The status of the shipments varies between "Rated" and "In Transit".

Primary Reference	Status	Origin City	Origin State	Origin Ctry	Dest City	Dest State	Dest Ctry	Target Ship (Range)	Target Delivery (Range)	Carrier Name	Carrier Charge	Customer Charge
CNPK-705013 (BOL)	Rated	Charlotte	NC	USA	Sidney	OH	USA	12/09/2006-12/09/2006	12/13/2006-12/13/2006	Swift	469.85	916.67
CNPK-705075 (BOL)	In Transit	Charlotte	NC	USA	Sidney	OH	USA	12/02/2006-12/02/2006	12/06/2006-12/06/2006	Swift	462.00	916.67
CNPK-705077 (BOL)	Rated	Charlotte	NC	USA	Sidney	OH	USA	12/07/2006-12/07/2006	12/11/2006-12/11/2006	Swift	469.85	916.67
CNPK-705423 (BOL)	Rated	Charlotte	NC	USA	Sidney	OH	USA	11/30/2006-11/30/2006	12/04/2006-12/04/2006	JBHunt	782.40	916.67
CNPK-705588 (BOL)	Rated	Charlotte	NC	USA	Sidney	OH	USA	12/08/2006-12/08/2006	12/12/2006-12/12/2006	Werner	1,695.11	916.67
CNPK-705818 (BOL)	In Transit	Charlotte	NC	USA	Sidney	OH	USA	12/01/2006-12/01/2006	12/05/2006-12/05/2006	Swift	462.00	916.67
CNPK-706930 (BOL)	Rated	Charlotte	NC	USA	Sidney	OH	USA	12/04/2006-12/04/2006	12/08/2006-12/08/2006	Schneider National	829.95	916.67
CNPK-706943 (BOL)	Rated	Charlotte	NC	USA	Sidney	OH	USA	12/15/2006-12/15/2006	12/19/2006-12/19/2006	Swift	469.85	916.67
CNPK-708170 (BOL)	Rated	Charlotte	NC	USA	Sidney	OH	USA	12/17/2006-12/17/2006	12/21/2006-12/21/2006	Swift	469.85	916.67
CNPK-708506 (BOL)	In Transit	Charlotte	NC	USA	Sidney	OH	USA	12/11/2006-12/11/2006	12/13/2006-12/13/2006	Old Dominion	129.74	148.99

Count: 10

Figure 2: MercuryGate provides many tools to agents/call takers such as this view of similar loads showing carrier, carrier charge, and what the customer paid.

Scenario 1: Truckload Brokerage

The first scenario is a basic truckload brokerage scenario. While many aspects of this process may be accomplished with phone calls the MercuryGate TMS provides tools to facilitate the carrier determination and electronic data exchange. The first step is to receive a quote. Quotes often are received via various methods including phone, fax, email, or web entry. If the data is received electronically, the quotes may be created in the TMS solution automatically. If the information is received via a phone call, the user has a tool to facilitate data entry ensuring that all appropriate data is collected as necessary to respond with a quote. The primary entry screen allows the user to localize to a given customer and be prompted with default data or for a repetitive move the TMS provides the ability to copy templates.

Regardless of how the quote is created, the person responsible for securing the quote has several options for covering the load and responding to the customer in a timely fashion. The first step might be to look at similar moves in the past. MercuryGate shows the user all similar moves within the specified number of days across all of the different customers in the system. The screen below shows the carrier cost, who the carrier was, and what the customer paid. If desired, the brokerage group may setup a carrier sourcing table.

The screenshot shows the MercuryGate TMS interface. At the top, there is a navigation menu with options like File, Edit, View, Rate Shop, Load, Documents, Administration, and Help. Below the menu is a toolbar with icons for Company, Dashboard, Carriers, Contracts, Rate Tables, Rate Shop, Shipments, Add Shipment, Add Quote, Loads, Carrier Invoices, Customer Invoices, Split, and Logout. The main header area displays the MercuryGate logo and the tagline "maximize your supply chain". The user ID is "mgdemo".

The main content area is titled "Load top251: Quote". Below this, there is a "Report Format" dropdown menu set to "Potential Carriers". The main table displays the following data:

All	Name	SCAC	Modes	Cargo Ins Amt	Cargo Ins Exp	General Ins Amt	General Ins Exp	Liability Ins Amt	Liability Ins Exp	Quote Email	Carrier Ranking
<input type="checkbox"/>	Swift	SWFT	Truckload	600,000	07/04/2008	600,000	07/04/2008	1,000,000	07/31/2008	carrier@mercurysgate.com	B
<input checked="" type="checkbox"/>	JBHunt	HJBT	Truckload	500,000	05/04/2008	100,000	06/03/2008	500,000	10/01/2010		A
<input type="checkbox"/>	Schneider National	SCNN	Truckload	30,000	10/31/2008	400,000	05/01/2008	1,000,000	12/31/2008		C
<input checked="" type="checkbox"/>	Werner	WRNN	Truckload	500,000	12/31/2008	500,000	12/31/2008	1,000,000	06/03/2008		A
<input checked="" type="checkbox"/>	Arches	ARCH	Drayage, Truckload	100,000	12/31/2007	100,000	12/31/2007	500,000	12/31/2007	techman@mercurysgate.com	B
<input checked="" type="checkbox"/>	Southern Food Express	SFEX	Truckload	75,000	01/30/2008	100,000	10/31/2008	125,000	11/30/2008		D
<input type="checkbox"/>	CJs Refrigerated	CJRF	Truckload	100,000	12/01/2007	100,000	12/01/2007	200,000	09/30/2007		B

At the bottom of the table, there are two buttons: "Submit Quote Request" and "Create New Carrier". Below the buttons, it says "Total of 7 carriers found." The status bar at the very bottom shows "Done" on the left and "Trusted sites | Protected Mode: Off" and "100%" on the right.

Figure 3: User may see which carriers will perform the move via the carrier sourcing function. List shows pertinent carrier information including insurance and ranking information.

Users may also determine the carrier based on a sourcing table that looks at the lane, equipment, etc. and determines which carriers may be willing to do the move. The list may also show insurance information (only carriers with valid insurance can be displayed) as well as carrier key performance indicators. Once the list of carriers has

been displayed, the user may select all or as many as desired and send an email quote request. In only a few moments, the user is able to send emails to dozens of carriers. Once the carrier receives the email the carrier may respond to the quote request right from the body of the email and the amount updates the load in the system with the quoted amount for that carrier. Users may then check the load and select the appropriate carrier quoted amount. This email quote process takes the guess work out of which carriers to select for the quoting process and eliminates having to place multiple phone calls - although the broker may always call the carrier with the phone number on the list displayed.

Another alternative for the user is to send the load to a private bid board. The private bid board allows the broker to select the carrier as above. The carrier receives an email that has a link to log the user into a dashboard that contains a bid board portlet. The carrier may be shown one or many loads that the broker has to offer that carrier and they may respond with a quote directly on that bid board. The broker decides if the carrier can see the current low bid as well as offer a "Book it now" price. Bid snipping is controlled by providing a minimum bid amount so that users may not undercut another bid at the last minute.

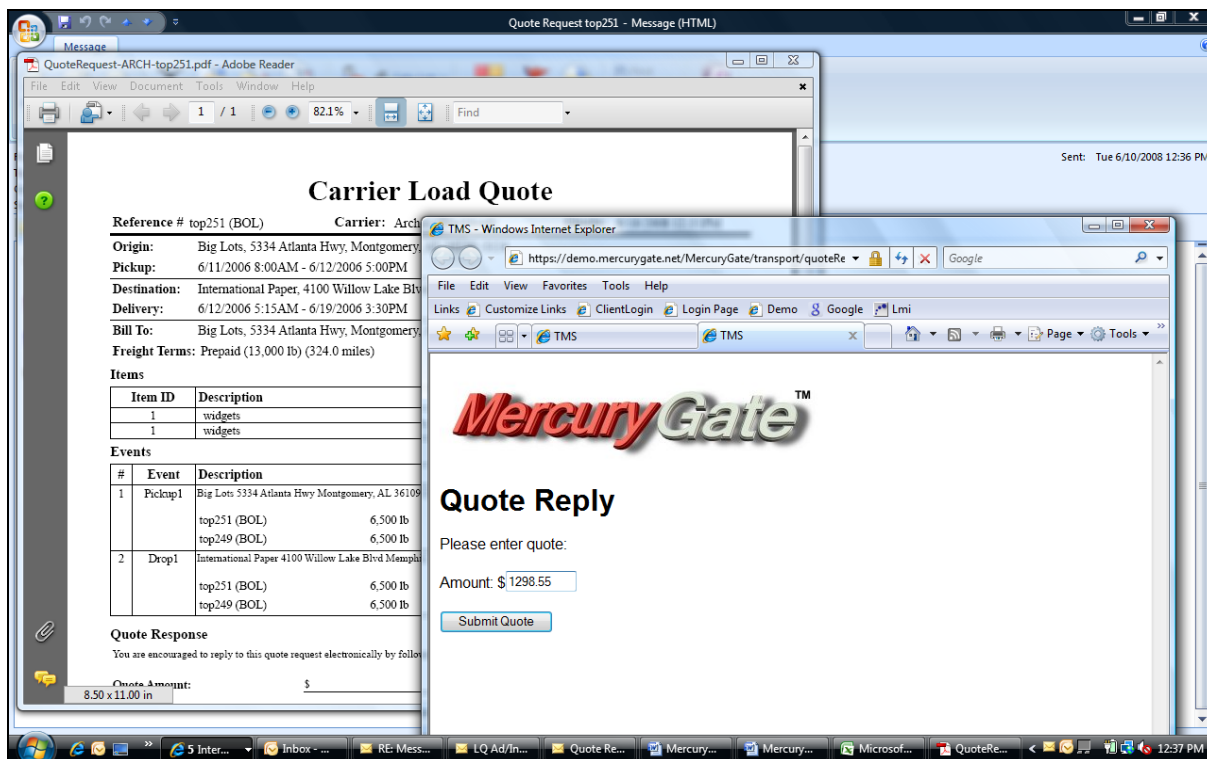


Figure 4: Email quote response where carrier fills in an amount that automatically updates the load with a quote amount. Note logo, document, etc. may all be customized to whatever the broker would prefer.

The final option the brokerage user may use to cover the load would be to send the load information to one or more of the public bid boards. The user may select Post Everywhere, which will post the load on whatever boards the user has specified. The user may also post the load to DAT load board. Once the load has been covered the user may then send a request to remove the load from the board automatically reducing manual efforts of going to multiple boards and removing the covered load.

The user may then send a Carrier Confirmation sheet to the carrier via email or fax. The confirmation sheet may be designed to the brokerage organizations specifications. Once the load is covered, the user can then decide how to charge the customer. The TMS can automatically apply an uplift amount to calculate the customer rate. The user may also indicate the uplift amount to apply and the system will calculate the customer rate. Once the customer rate is added the customer may be notified via email, online via a portlet, via a fax, or of course via a phone call. The customer confirmation sheet can be configured to whatever specification is necessary.

The screenshot shows a web application interface for SIEMENS Power Generation Demo Site. The user is logged in as 'r_cook_carrier1'. The main content area displays a 'Bid Requests' table with the following data:

Respond By▲	Load	Origin City	Origin State	Pickup Range	Destination City	Destination State	Delivery Range	Current Bid	Lowest Bid	Book-It-Now	
2008-11-05 18:33	124	Charlotte	NC	09/27/2007 8:00 AM-5:00 PM EDT	Orlando	FL	09/28/2007 8:00 AM-5:00 PM EDT	\$ <input type="text"/> Save	2790.00	Book-It-Now!	
2008-11-05 18:34	123	Charlotte	NC	09/27/2007 8:00 AM-5:00 PM EDT	Orlando	FL	09/28/2007 5:00 AM-8:00 AM EDT	\$ <input type="text"/> Save	2400.00	Book-It-Now!	
2008-11-08 11:00	125	Charlotte	NC	09/27/2007 8:00 AM-5:00 PM EDT	Orlando	FL	09/28/2007 8:00 AM-8:00 AM EDT	\$2890.00	2890.00	2550.00	Book-It-Now!

Below the table is a 'Refresh' button. The browser status bar at the bottom indicates 'Trusted sites | Protected Mode: Off' and '100%' zoom.

Figure 5: Private bid board for carrier showing multiple loads as well as book it now price and current low bid.

Scenario 2: LTL Brokerage

LTL brokerage tends to be far more automated than the other modes. Typically the customer has different profiles or rates setup for both buy and sell. While the quotes may come in via clicks, calls, or emails, this scenario lends itself nicely to online data entry.

This scenario begins with a simple data entry process. Since these users tend to be less frequent users MercuryGate provides a configurable data entry screen that steps the user through the process of entering a quote request. The user may have default shipping/receiving locations, items, and many other attributes as well as be able to select locations from unique address books and items from unique item catalogs.

The customer then picks the desired carrier based on the rates. The customer of course only sees the sell rates that they are authorized to see in the application. The setup of buy/sell rates is a very simple process in the MercuryGate TMS and really

facilitates the rapid boarding and implementation of new customers. Terms may be presented to the customer during this entry process or the rate may be saved and the customer is told the quote validity time period. If the latter flow occurs, the customer may log into the application in the future and accept the terms. Either way, the next step is for the system to send a tender/pickup message to the selected carrier. The carrier then goes to pick-up the freight at the customer location without any interaction with the brokerage company. This automated process enables the brokerage organization to grow rapidly without adding any additional personnel. For example, one LTL brokerage client started out using the TMS with 50 customers doing 300 loads a month. They have been able to grow their customer base to over 30,000 customers doing over 100,000 loads a month. This solution provided phenomenal growth with almost no additional headcount! The MercuryGate TMS greatly simplifies the overall LTL brokerage.

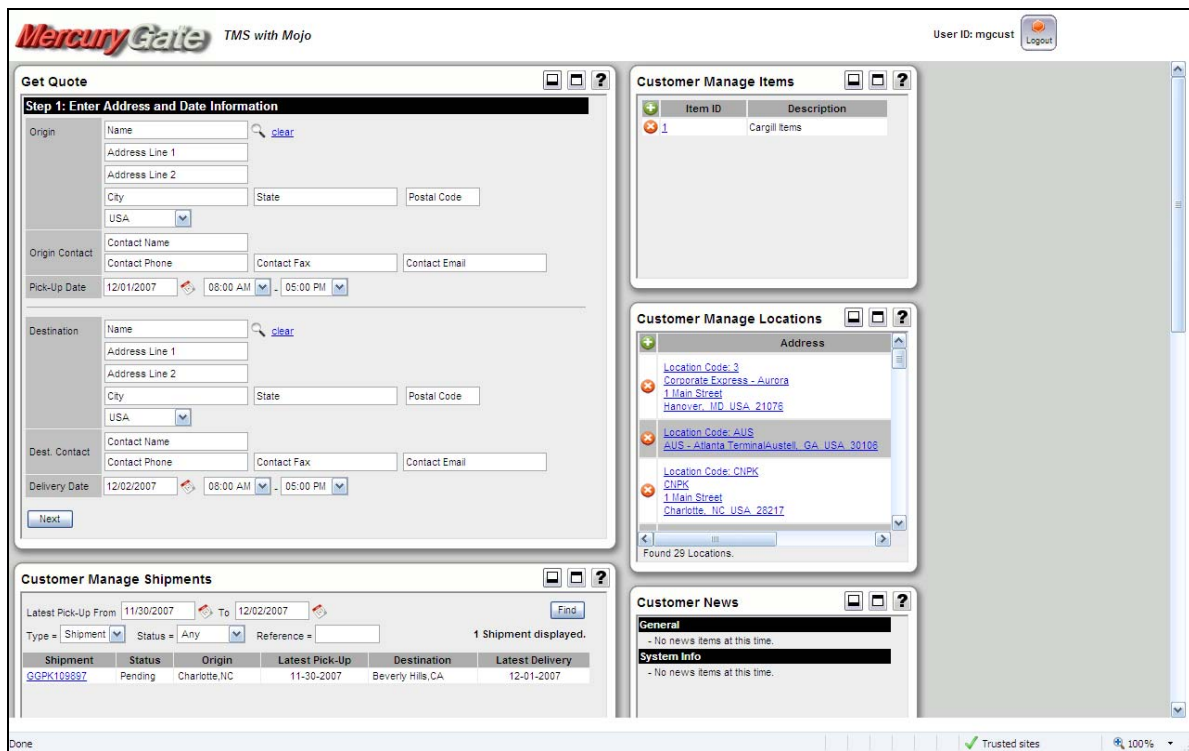


Figure 6: Shipper portal with Get Quote wizard and other functions.

Scenario 3: Brokering Intermodal Movements

With the cost of fuel rising, more and more companies are looking for ways to cut costs and that leads to more customers willing to wait for intermodal movements. The basic flow is very similar to truckload but intermodal might add the complexity of drayage moves to and from the railheads. As with truckload and LTL, customer rates may be determined completely differently than the carrier rates or they may be based on what the carrier is moving.

The scenario begins with a phone call requesting a door-to-door move from Beverly Hills, CA to Smithton, PA. The first step is to locate which rail carrier to use. The system offers the brokerage user the ability to find rail heads and schedules that will meet the customer's shipping requirements. The schedules display all the pertinent

information including appropriate authorities and taking into account rule 11 processes.

File Edit View Rate Shop Shipment Documents Administration Help

Company Dashboard Carriers Contracts Rate Tables Rate Shop Shipments Add Shipment Add Quote Loads Carrier Invoices Customer Invoices Split Logout

Mercury Gate™ maximize your supply chain User ID: mgdemo

Shipment GGPK111197: Detail

Shipment #:	GGPK111197	Customer Rate:	
Equip:		Services:	
Ship Range:	06/11/2008 10:11 - 06/18/2008 16:47	Deliver Range:	06/21/2008 08:00 - 06/24/2008 17:00

Set Schedule Filters

Origin

Loc Type:

Loc Code:

City: Beverly Hills

State: CA

Postal: 90210

Mileage: within 100 miles

SCAC:

Departs: within 7 days of 06/18/2008 04:47 pm

Destination

Loc Type:

Loc Code:

City: Smithton

State: PA

Postal: 15479

Mileage: within 100 miles

SCAC:

Arrives: within 7 days of 06/24/2008 05:00 pm

Other

Rating SCAC:

Service:

Equipment:

Authority:

Matching Results (Format)

Rating SCAC	Rate	Authority	Schedule ID	Service	Origin SCAC	Origin Loc	Departs	Dest SCAC	Dest Loc	Arrives	Transit Hours	Thru Locs	Route Desc	Equip	Equip Group
NS	\$1626.02 (Line Haul: \$1568.00)	NPSQ 9000	SchedB:RATE	Regular	NS	HOB	06/18/2008 20:30 (WED) (CO)	NS	NSWALL	06/22/2008 11:00 (SUN) (AV)	148.0		NS HOB PIT	C	EMP
CSXI	\$1336.69 (Line Haul: \$1289.00)	NPSQ 9000	SchedC:RATE	Regular	CSXI	COI	06/18/2008 20:30 (WED) (CO)	CSXI	null	06/22/2008 11:00 (SUN) (AV)	148.0		CSX COI TRF	C	EMP

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Figure 7: Screen showing rail schedules based on specified search criteria.

Once the user selects the schedule to utilize, he may then see what drayage requirements and costs there will be for this movement. The user may even specify if a container is required to be dropped before the movement or picked up after the move is completed. The user may also look at different options, compare the costs, and then select the route that makes the most sense taking into account drayage



File Edit View Rate Shop Shipment Documents Administration Help

Company Dashboard Carriers Contracts Rate Tables Rate Shop Shipments Add Shipment Add Quote Loads Carrier Invoices Customer Invoices Split Logout

MercuryGate™ maximize your supply chain User ID: mgdemo

Shipment GGPk111197: Detail

Shipment #:	GGPK111197	Customer Rate:	
Total Quantity:	1.00 (actual)	Total Weight:	44000.00 lb (actual)
Equip:		Services:	
Ship Range:	06/11/2008 10:11 - 06/18/2008 16:47	Deliver Range:	06/21/2008 08:00 - 06/24/2008 17:00

Planned Legs Related To Shipment GGPk111197 [options]

	Pickup	Intermediate Stops	Drop	Schedule	Carrier Rate
Start	Beverly Hills Inc. 100 Rodeo Drive Beverly Hills, CA USA 90210 Date: 06/11/2008 10:11 AM - 06/18/2008 04:47 PM		HOB HOB - Los Angeles Terminal Los Angeles, CA USA 90023 Date: 06/18/2008 08:30 PM - 06/18/2008 08:30 PM		Contract: Arches Dray 2006 (ARCH) Rate: \$100.00 USD
Next	HOB HOB - Los Angeles Terminal Los Angeles, CA USA 90023 Date: 06/18/2008 08:30 PM - 06/18/2008 08:30 PM		NSWALL NS Wall 701 Wall Ave Wall, PA USA 15148 Date: 06/22/2008 11:00 AM - 06/22/2008 11:00 AM	Carrier: NS Dept: 06/18/2008 20:30 (WED) Arr: 06/22/2008 11:00 (SUN) Equipment: C, EMP, 53	Rate: \$1626.02 Route: NS HOB PIT Commodity: FAK Contract: schedule (NS) Rate: \$1626.02
End	NSWALL NS Wall 701 Wall Ave Wall, PA USA 15148 Date: 06/22/2008 11:00 AM - 06/22/2008 11:00 AM		Dicks Sporting Goods Inc 159 Painter Rd Smithton, PA USA 15479 Date: 06/21/2008 08:00 AM - 06/24/2008 05:00 PM		Contract: Arches Dray 2006 (ARCH) Rate: \$100.00 USD
Total:					\$1826.02 USD

Held route: Total Cost = \$1826.02
 Start: Beverly Hills, CA - HOB, Los Angeles, CA : Arches Dray 2006, \$100.00 USD (ARCH)
 Next: HOB, Los Angeles, CA - NSWALL, Wall, PA : \$1626.02 (NS)
 End: NSWALL, Wall, PA - Smithton, PA : Arches Dray 2006, \$100.00 USD (ARCH)
[\[select\]](#)

Held route: Total Cost = \$1536.69
 Start: Beverly Hills, CA - COI, City of Industry, CA : Arches Dray 2006, \$100.00 USD (ARCH)
 Next: COI, City of Industry, CA - Trafford, PA : \$1336.69 (CSX)
 End: Trafford, PA - Smithton, PA : Arches Dray 2006, \$100.00 USD (ARCH)
[\[select\]](#)

Cancel Hold Save

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Figure 8: Intermodal screen allows comparison of up to three different options.

moves, rail costs, and other considerations. When all the rates have been selected, the system will automatically present an uplifted amount to the user for the door-to-door move as described in this scenario. The system may then email or fax the quote directly to the customer noting the cut date, etc. Of course the customer could always log into the application and see the quote amount on their dashboard and then easily book the freight with the broker.

Once the customer accepts the terms, the loads are then automatically tendered to the rail carrier(s) as well as the drayage carrier(s). This is a little different than the truckload or LTL brokerage scenarios since multiple carriers may receive tenders in this process.

Tendering, Tracking and Invoicing

Once the load has been covered the tender may be sent to the carrier as required. The tender message may be sent via email, EDI, or the carrier may accept/decline via the dashboard portlet. Cascade tendering may be setup where the load is tendered to the first carrier on the list and if the carrier declines the load or does not respond to the load within the predetermined time, the load is automatically tendered to the next carrier on the list. Carrier hours of operations are taken into account when tendering. The TMS measures how often a carrier declines or does not respond and those values may be part of the carrier KPI measurements. If no carrier accepts the load, the load goes into a tender expired status and appropriate users are notified.

File Edit View Rate Shop Load Documents Administration Help

Company Dashboard Carriers Contracts Rate Tables Rate Shop Shipments Add Shipment Add Quote Loads Carrier Invoices Customer Invoices Split Logout

MercuryGate maximize your supply chain User ID: mgdemo

Load SC10006222: Detail

SHIPPER/CONSIGNOR (FROM) LEGGETT & 1 Main Street MUNSTER IN 46321 USA Contact: Phone: Fax: Email: Location Comments:	CONSIGNEE (TO) SPORT CHAL 1 Main Street SCOTTSDALE AZ 85260 USA Contact: Phone: Fax: Email: Location Comments:	BILL TO SPORT CHALET 1 Main Street ONTARIO CA 91761 USA Contact: Phone: Fax: Email: Location Comments:
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Pickup Range: 02/15/2006 6:00 AM - 02/15/2006 6:00 PM Delivery Range: 02/15/2006 6:00 AM - 02/22/2006 6:00 PM

References

Seq	Item ID	Description	Class	HazMat	Ordered Qty	Actual Qty	Actual UOM	Actual Wgt	Len x Width x Hght	Units
1	PALLET RAC	PALLET RAC	65.0	false	3.0	3.0	PALLET	1,400 lb		

Ship Units

Scheduled Equipment Details

Carrier Rates

Selected	Seq	Reason	Total	Carrier	SCAC	Mode	Service Days	Service Days Type	Carrier Location	Service	Status	Distance	Allocat
<input checked="" type="checkbox"/>	1		\$807.75 USD	Swift	SWFT	Truckload	2.66	Standard		Standard		1795.0	false
<input checked="" type="checkbox"/>	2		\$2764.80 USD	JBHunt	HJBT	Truckload	1.64	Standard		Standard		1728.0	false
<input type="checkbox"/>	3		\$2920.32 USD	Arches	ARCH	Truckload	0.0	Contract		Standard		1728.0	false
<input type="checkbox"/>	4		\$2961.75 USD	Schneider National	SCNN	Truckload	1.69	Standard		Standard		1795.0	false
<input type="checkbox"/>	5		\$2997.65 USD	Werner	WRNN	Truckload	2.66	Standard		Standard		1795.0	false

Customer Rates

Related Customer Rates

Bids: [edit](#)

Related Customer Invoices

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Figure 9: Cascade tendering is driven by the "Seq" field for the quote amounts entered. Once tendering commences, each carrier is sent a tender as configured in the system.

The load then goes into a tracking mode. Many of the carriers communicate electronically however the MercuryGate TMS has the capability to manage the process and prompt appropriate users when information needs to be obtained. Check call screens display loads that need appointments, call checks, etc. allowing the customer service personnel to focus on those loads that need attention. Users may even do pre-pickup call checks to see where drivers are enroute to the pickup location. The call check screen not only shows current status but also indicates whether or not the carrier can reasonably meet the future milestones of the shipment. Customers may log into their dashboard and check the status of loads and be alerted to changes that may negatively impact the shipment.

The MercuryGate TMS manages both customer and carrier invoices for the settlement process. Users may generate the customer invoice or combine several invoices onto a statement invoice for payment by the shipper. General Ledger codes (GL codes) may be applied at the charge level detail if desired. Invoices may be printed from the system or a customer may be allowed to log into the system and view the invoices online.

Carrier invoicing usually begins with the receipt of an invoice. The preferred method is to send the invoices electronically but as with all functions, the TMS also provides portlets to allow online data entry by the carrier. Once received, the invoice is matched to a load. If the invoice matches, then the quoted amount is compared to the invoiced amount and discrepancies are displayed to the user. GL codes may be assigned to the charge level details.

Focus on the Important Stuff

In the hectic brokerage world, MercuryGate's TMS keeps the job simple by allowing you and your personnel to focus where and when required. MercuryGate's robust process customization enables you to setup key operational screen views and reports that enable you to manage by exception. If shipments are flowing as they should, no attention is needed. However, when things do not flow as they should or more frequently when things just don't get the updates they should then you are made aware of the potential issue. This ensures that personnel know when to do call checks, set appointments, invoice the customer, and so forth.

The screenshot shows the MercuryGate TMS interface. At the top, there is a menu bar with options like File, Edit, View, Rate Shop, Load, Documents, and Administration. Below the menu is a toolbar with various icons for navigation and actions. The main content area displays the 'Load CNPK-705818: Plan' screen. It features a table with columns for Type, City, State, Postal, Planned Date, Completed Date, Miles, and Comments. The table contains four rows of data, with the 'Drop' row highlighted in red. Below the table is a form for adding a new checkpoint, with fields for Type, City, State, Postal, Date, and Comments. A 'Save' button is located at the bottom left of the form.

Type	City	State	Postal	Planned Date	Completed Date	Miles	Comments
Status Check	Thomasville	NC			11/30/2008 11:05 PM User ID: techman	78.0	enroute for pickup in ... [more]
Pickup	Charlotte	NC	28217	12/01/2008 11:00 PM	12/01/2008 05:00 AM	144.0	
Status Check	Wytheville	VA			12/01/2008 10:06 PM User ID: techman	363.0	Enroute for arrives on... [more]
Drop	Sidney	OH	45365	12/05/2008 11:00 PM	12/04/2008 08:00 AM (ETA)		

Figure 10: Check call screen showing a pre-pickup check call as well as mileage remaining and between checkpoints.



MercuryGate's Transportation Brokerage Functionality capabilities offer the following primary features:

❖ **Implement and Board New Clients**

- Add new customers
- Establish Hierarchy
- Inherit client configurations
- Copy templates
- Share contracts & tables
- Copy parent info
- Automate RFP responses
- Evaluate prospective shippers
- Establish new client rate base
- Customer localization

❖ **Manage Carriers**

- Assign carriers to lanes
- Track expiration dates
- Manage cargo insurance
- Setup carrier rates
- Establish buy/sell rates
- Uplift rates
- Customer-facing rates

❖ **Ship Freight**

- Receive information via phone
- Customer portal/data entry
- Select carrier by sourcing
- View history/similar loads
- Spot quote
- Email quote confirmations
- Create exception reports
- Automate tendering
- Manage appointments

❖ **Track Loads**

- Notification of Check Calls
- Restricted Customer Access
- Eliminate Tracking Numbers

- Track Modes at Single Place
- Late Shipment Alerts
- Late Scheduled Arrival Alerts
- Stale Shipment Alerts
- Electronic Updates
- Email Collaboration
- Online Portal Collaboration
- Cell phone Collaboration

❖ **Settle Loads**

- Rated vs. Invoiced Amounts
- General Ledger Codes
- User-Identified Exceptions
- Shipper-Managed Audits
- Audit Unmatched Invoices/Rates
- User-Defined Accrual Process
- Item/Weight/Mileage-Based Costs

❖ **Invoice Customers**

- Single or multiple Invoices Per Shipment
- Simple & Consolidated Invoices
- Simplified Invoicing
- General Ledger Line-Item Coding
- Unprofitable Load Warnings
- Item/Weight/Mileage Costing

❖ **Provide Transportation Intelligence**

- Exception Reports
- Audit Reports
- Agent Commissions
- Accrual Reports
- Dispatcher KPI's
- Carrier KPI's
- Profit by Customer
- Profit by Agent

MercuryGate clients include:





For more information visit us at www.MercuryGate.com or
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